SKY-TOP moonroof

Sky-Top Sunroofs, Ltd., St. Louis, is marketing a power moonroof to fit the 1984 Jeep Grand Wagoneer. The moonroof requires the addition of a vinyl roof.

Unit count climbs to 1.2 million

New-car stock holds at 55 days

Continued from Page 1

changed from a month earlier, except that compacts were a bit heavier and intermediates leaner.

The industry had a 65-day supply of subcompacts, a 59-day supply of compacts, a 56-day stock of intermediates, a 44-day supply of standards and a 51-day stock of luxury cars.

A month earlier, the days-supply figures by market segment were: Subcompact, 66; compact, 55; intermediate, 61; standard, 42, and luxury, 48.

Signing with Subaru

ESCONDIDO, Calif. — Ray Burns and Pat Pratarelli have signed a franchise agreement to open North County Subaru here.

The Oct. 1 domestic inventory was divided this way among market segments: Subcompact, 18.61 percent; compact, 22.68 percent; intermediate, 38.52 percent; standard, 9.37 percent, and luxury, 10.84 percent.

A month earlier, the inventory was divided as follows: Subcompact, 17.15 percent; compact, 22.35 percent; intermediate, 40.13 percent; standard 9.68 percent, and luxury, 10.69 percent.

• The Oct. 1 days-supply figures by market class were:

Subcompact — Accord, 12; Fiero, 50; EXP, 50; Turismo, 59; Escort, 60; Pontiac 1000, 66; Horizon, 68; Omni, 68; Charger, 69; Encore, 71; Chevette, 73; Alliance, 77; Lynx, 82; Rabbit, 82; Daytona, 120, and Laser, 126.

Compact — 2000 Sunbird, 45; Cavalier, 46½; Dodge 400, 53; Aries, 55; Skyhawk, 55; Reliant, 56; Camaro, 59; LeBaron, 59; Firebird, 60; Eagle, 63; Tempo, 64; Firenza, 64; Topaz, 65; Mustang, 77, and Cimarron, 98.

Intermediate — Malibu, 25; Cutlass, 41; Pontiac 6000, 42; Chrysler E Class, 43; Celebrity, 49; LTD, 51; Monte Carlo, 52; Bonneville, 52; Cougar, 56; Cutlass Ciera, 56; Grand Prix, 57; Regal, 59; Century, 60; New Yorker E, 60; Marquis, 62; Dodge 600, 64½; Omega, 68; Skylark, 72; Thunderbird, 76; Citation, 98, and Phoenix, 98.

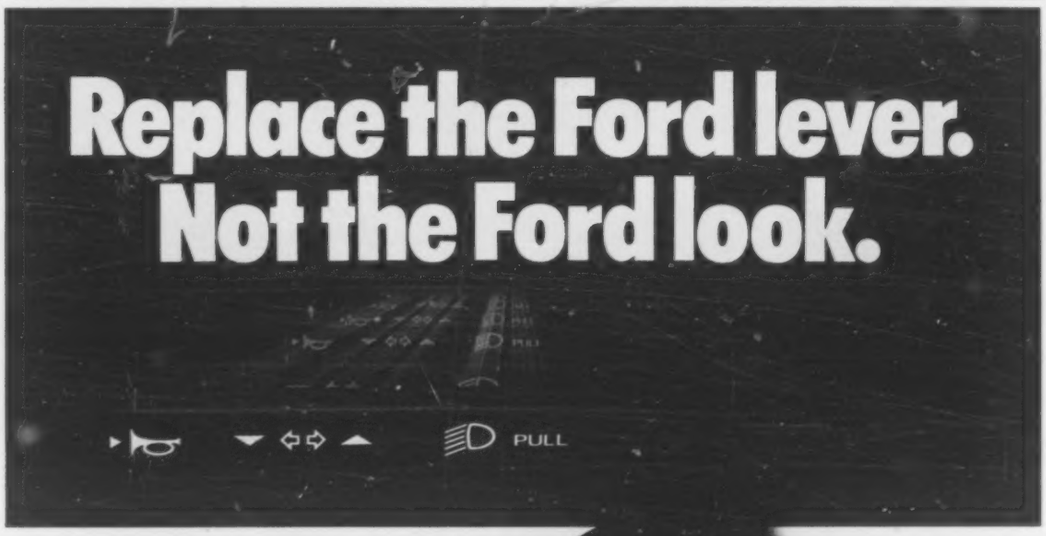
Standard — Gran Fury, 29; Olds 88, 30; Cordoba, 33; Grand Marquis, 36; Crown Victoria, 39; LeSabre, 50; Chevrolet, 56; Diplomat, 61, and Parisienne, 62.

Luxury — Corvette, 28; Lincoln, 36; Olds 98, 39; Cadillac, 41; Mark VII, 51; Seville, 55; Eldorado, 56; Fifth Avenue, 60; Toronado, 62; Continental, 63; Electra, 66, and Riviera, 68.

NEW-CAR STOCKS

	Oct. 1, 1983	Sept. 1, 1983	Oct. 1, 1982
Alliance	77	45½	42
Encore	71	....	....
Eagle	63	83	97
AMERICAN MOTORS	73	52	71
Horizon	68	50	71
Turismo	59	50	65½
Reliant	56	46½	66
Gran Fury	29	39	58
Plymouth	59	48	66
LeBaron	59	55	68
Cordoba	33	37	57
E Class	43	78½	....
New Yorker E	60	74	....
Fifth Avenue	33	35	63
Laser	126	....	....
Chrysler	54	56	76
Omni	68	57	77
Charger	69	58	71½
Aries	55	66	82
Dodge 400	53	44	105
Dodge 600	64½	99	....
Diplomat	61	45	75
Daytona	120	....	....
Dodge	62	64½	87
CHRYSLER CORP.	58	57	77
Escort	60	65	70
EXP	50	55½	113½
Mustang	77	85	93
Tempo	64	48	....
LTD	51	74	88
Thunderbird	76	80	38
Crown Vicoria	39	41	67
Ford	60	63	72
Lynx	82	77	67½
LN7	....	117	129
Capri	103	130	121
Topaz	65	52	....
Marquis	62	75	48
Cougar XR7	56	61	29
Grand Marquis	36	41½	48
Mercury	60½	63	59
Lincoln	36	68	39
Continental	63	79	41½
Mark VI	51	54	70
Lincoln	40	65	48
FORD MOTOR CO.	58	63	67
Skyhawk	55	38	63½
Skylark	72	64	73
Century	60	53	69½
Regal	59	61	59
LeSabre	50	39	50
Electra	66	65	63
Riviera	68	72	76
Buick	60	54	63
Cimarron	98	86	83
Seville	55	58	42
Cadillac	41	34½	43
Eldorado	56	54	55
Cadillac	50	45	47
Chevette	73	70	57
Cavalier	46½	44	54
Citation	98	109	101
Camaro	59	57	82
Celebrity	49	49	87
Malibu	25	28½	69
Monte Carlo	52	61½	81½
Chevrolet	56	52	76
Corvette	28	23	151
Chevrolet	57	54	75
Firenza	64	62	66½
Omega	68	57	74
Ciera	56	52½	77
Cutlass	41	46	60
Olds 88	30	27	38
Olds 98	39	38	61
Toronado	62	72	65
Oldsmobile	45	44	60
1000	66	72	87
Fiero	50	....	....
Sunbird	45	45	67
Phoenix	98	126	130
Firebird	60	67	131
Bonneville	52	67	62½
6000	42	120½	107
Grand Prix	57	62	70
Parisienne	62	71	....
Pontiac	53	63	91
GENERAL MOTORS	54	52	69
Volkswagen	82	55	53
Honda	12	13	....
TOTAL	55	55	69

Replace the Ford lever. Not the Ford look.



Dana allows you to replace the Ford lever without replacing the Ford look. You can add technologically advanced cruise control units to any car in the Ford line, including Tempo and Topaz, without disturbing the OE look new car buyers expect.

You'll also have performance that's reliable even on the smaller engine cars. Electronic improvements allow the elimination of some parts, like the brake disengagement switch, to permit quicker, easier, more accurate installation.

Now Ford dealers have cruise control that works right and looks right. Made by Dana's Precision Controls Division, Hwy. 74 By-Pass East, Laurinburg, NC 28352, (919) 276-4853.

New lever for Tempo, Topaz, Lynx, and Escort also available

DANA

Ford of Britain thrives, but wants more

Toy counts 30.5 pct. share on cars, 36.4 pct. on trucks

Continued from Page 39

and so on, which are small volume. As far as the big-volume stuff is concerned, forget it.

"North America is not now really an attractive British motor industry market, in my view.

"So you're really back to Continental Europe. And sure as hell the motor industry has enough assembly plants in France, Italy, Germany and so on to take care of local requirements," argues Toy.

And while Ford's exports of components and commercial vehicles earned good money last year, they were exceeded by the value of imported cars.

Toy lists making the UK factories more efficient as his main concern, "so that we can make ourselves, with our British production, more competitive with the rest of the world. And that's not just the Ford world, obviously," he comments.

• He rejects vehemently suggestions that the discount and promotional war to win customers is having serious effects on company and dealer margins. He frequently returns to the word "viable" in this context.

"There are four major things affecting manufacturers' viability," he says. "One is industry size. Operating within a particular industry size each manufacturer is looking for the biggest viable share.

"I say 'viable' because I happen to believe we're in the position of being viable. It is not volume or share for the sake of volume or share.

"Next point, you reduce your costs as far as you possibly can. We're having quite considerable success in Britain in improving our cost — and, yes, I know the rest of the world is marching ahead as well.

"Thirdly, revenue. Therefore pricing is a vital piece.

"And the final aspect is the product program," maintains Toy.

On the first point, he explains, "It is not as simple to say that if you spend more marketing money you're reducing your margins or you're reducing your viability. In fact, you might generate incremental volume out of that, and make, in fact, incremental profit. So, your total viability is improved.

But he accepts that there is a danger if any volume increase is insufficient to offset extra advertising or promotional spending.

• "If a manufacturer is running his business sensibly he will not put a program in place if it's not about to generate additional profit for him. Why should he?" Toy asks rhetorically.

With a big share of a big market, Ford of Britain's sales results have an enormous influence on the company's standing in Europe as a whole. Is Ford's spirited defense of its British position part of an overall strategy to maintain its hard-won lead in Europe (12.8 percent to the end of August)?

Toy is dismissive.

"Frankly I have far too busy a business life to be looking over my shoulder at what is happening to Ford in Germany or France or Italy or anywhere else. I have a very single-minded purpose — how do I make sure Ford of Britain is at its most viable?"

Toy's competitors are BL and Vauxhall. To the end of August, BL had 18.3 percent and Vauxhall-Opel had 14.5 percent, compared with Ford's 30.3 percent. No other auto group is anywhere near these numbers, with VAG, PSA and Nissan around 5 to 6 percent. Renault and Fiat, with substantial standings in the rest of Europe, are even lower.

• Which company does Toy identify as his stronger competitor — BL, which is bigger, or Vauxhall, which has made most growth in the past two years?

With hesitation, he replies, "In the long haul you have to accept that if product is a big piece of your competitors' strength or weakness, then what has been happening in the past two, three years — and what is happening right now — then Vauxhall, product-wise, has to be our strongest competitor."

To an extent, Ford's strength is a result of its rivals' past weaknesses. But that disguises the fact that during the late 1960s Ford undertook a detailed sociological study of UK population, purchasing power, likely trends. It was on the basis of these results that it began assembling its two-tier distribution system.

That program is largely still in place, and is paying dividends. "In good times and bad, because we planned the dealer organization the way we did, we've had fewer bad times than most of our competitors," comments Toy.

There is little doubt that Ford's continuous product renewal program was another major factor. The same policy was not continuously taking place at other UK manufacturers. And it was Ford, more than any other auto maker, which identified the growing UK trend towards company cars.

• While high taxation and wage restraints were imposed in the UK, many employers began to provide free cars for deserving employes as perks. There are no reliable figures to indicate the true extent of this, but 70 percent of all new-car purchases are estimated to be by this means. Ford's stranglehold on this business is only now being tackled seriously by its competitors.

Many of Ford's competitors believe its 30-percent slice of the market is unrealistic and will start to slide as BL and Vauxhall get their acts together. Yet Ford has maintained share as Vauxhall has greatly increased its. BL — set on a course to improve its share — has maintained it. Among them they sell three out of five cars in the UK.

These days, though, more Ford executives talk in terms of "maximum viable share" rather than pure numbers.

Sam Toy's confidence in Ford of Britain's future stems from the company's product programs.

"That's not just new models," he says, "We're talking about diesel engines, automatic transmissions, a whole raft of stuff. It won't just be beautiful new cars."

Toy named head of Ford of Britain three years ago

Sam Toy, 60, was appointed chairman and managing director of Ford of Britain three years ago.

He joined Ford in 1948 as a graduate trainee and held various export and sales posts in Britain before a 1961-63 stint in the U.S. as manager of British Ford sales.

He continued his climb up the Ford of Britain ladder until he joined the board in 1974. He was director of sales before his current appointment.

Sam Toy is a Cornishman. During the war he was a pilot and flying instructor in the RAF and later returned to Cambridge University. He graduated in 1947 and took his Masters Degree in 1950.

This small diesel, Ford's first for the British market, will be available in Escort and Fiesta at year-end.

Toyota reports net

Toyota Motor Corp. reported consolidated net income of $963.4 million in the fiscal year ended June 30, the company's first full year after the merger of Toyota Motor Co. and Toyota Motor Sales. Co.

FORD OF BRITAIN IN FIGURES

	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973
Turnover*	3,287	3,073	2,924	3,193	2,363	2,253	1,628	1,146	968	890
After tax profits*	192	165	204	347	144	116	59	7	3	32
Capital expenditure*	398	280	324	334	163	81	56	52	52	42
Vehicle sales†	687	676	713	834	673	708	644	534	602	674
Vehicle production†	423	428	481	568	431	555	525	459	515	591
Cars	308	342	343	401	324	407	383	330	384	453
Commercials	116	86	138	167	106	148	142	129	131	137
Employes	70,000	75,000	80,000	80,000	78,000	77,000	72,000	70,000	70,000	71,000

*—Amounts expressed in millions of pounds sterling. September, 1983, one pound equalled approximately $1.51.
†—Vehicle sales and production expressed in thousands.

BMW will offer Dunlop's TD safety tire and wheel system on its 1984 3-Series. The concept ensures that a flat tire stays on the rim, even after a sudden blowout.

WHERE JAPAN'S EXPORTS WENT

	6 mos., 1983	6 mos., 1982
Southeast Asia	259,817	261,501
Middle East	358,530	362,508
Europe	676,032	551,000
North America	1,210,044	1,200,905
Central America	80,357	63,101
South America	28,589	57,065
Africa	93,438	159,505
Oceania	161,224	228,165
Others	5,605	7,111
TOTAL	2,873,636	2,890,861

Source: JAMA

Japanese exports slip a bit

Gains in Europe, Americas offset elsewhere

Japan's vehicle exports slipped fractionally the first half of this year — but Europeans could be forgiven for not noticing.

Japanese shipments to European destinations added an additional 125,000 units in comparison with the same period last year. But in overall terms this increase of nearly a quarter — plus smaller gains of 17,000 to Central America and 9,000 to North America — were offset by decreases to other parts of the world.

Oceania (essentially Australia and New Zealand) shipments fell by around 67,000 (29 percent). Africa was down a similar amount, and by more than 41 percent. Exports to South America were halved to around 28,500.

With shipments to Southeast Asia and the Middle East more stable, the result was that total Japanese exports slipped by 0.6 percent to 2.87 million units.

During the same period production increased by 2.5 percent to 5.58 million, bolstered to some extent by increased domestic demand. That went up by 1.2 percent to 2.64 million registrations of all types in the first half.

• The U. S. was again the chief port of call for Japan's huge car carriers. The total was 1.1 million, some 14,700 more than in the first half of last year.

Saudi Arabia was once more No. 2 (188,600).

Australia (124,300) slipped from third place to fourth, between the UK (131,300) and West Germany (121,200). The two European countries experienced greatly increased overall demand in the period.

Canada (105,200) dropped from fourth to sixth. It was the only other country to have touched the six-figure number during the reporting period.

JAMA's export figures can only give a broad outline of trends. Varying national demands, stocks and limitations can result in different buying patterns emerging at the customer end. So, too, can specific, large-number orders.

Meanwhile, a medium range survey conducted by the Japanese business and industry newspaper Nikkei Sangyo Shimbun indicates that the country's automobile production will increase from the present 12 million to 16 million units within the next five years.

But, it says, the number of vehicles produced outside Japan will increase from 1.6 to 3.7 million.

The pioneer in this area will be Nissan, which, in addition to its Mexican, Taiwanese and South African factories, will have production facilities in Spain, Italy and the U. S.

Toyota's non-Japanese production by 1988 will amount to 700,000 — as a result of its joint production in the U. S. with General Motors and a joint venture in Taiwan.

JAPAN'S EXPORTS BY COUNTRY

(1982 position in parentheses)

1	United States	1,104,862 (1)
2	Saudi Arabia	188,606 (2)
3	United Kingdom	131,304 (5)
4	Australia	124,258 (3)
5	West Germany	121,173 (6)
6	Canada	105,182 (4)
7	Malaysia	63,059 (10)
8	Holland	58,728 (19)
9	Indonesia	56,908 (7)
10	Belgium	54,239 (12)
11	Thailand	50,309 (17)
12	Switzerland	50,011 (13)
13	Austria	44,384 (22)
14	France	36,588 (15)
15	Puerto Rico	36,227 (23)
16	Finland	35,777 (26)
17	Iran	32,567 (42)
18	Greece	31,614 (16)
19	Norway	30,179 (20)
20	Kuwait	28,347 (18)

Source: JAMA

Two years after its initial showing, Ford of Europe's Escort convertible has gone into production. Ford talks of annual sales of about 10,000 for its first open-top production car in more than 20 years. The car is being made by Karmann of Osnabruck, West Germany—the company responsible for the cabriolet versions of the old Volkswagen Golf (Rabbit).

Auto show on the grand scale

Emissions an obsession at Frankfurt

Continued from Page 40

director, Daniel Goeudevert, said it was "impractical."

In the face of this barrage of criticism there are signs that the Government is wavering in its declared methods, if not its aims. Interior Minister Friedrich Zimmermann declared on the eve of the show that the Government's concern was on emissions rather than the technical ways in which control is achieved.

• The original plan was for the use of catalytic converters, but the industry prefers a high-octane solution to the lead-free gas problem. Even then, it is likely to take three years to convert all production, which means the fall of 1987 at the earliest.

The Frankfurt debate brought a sharp rejoinder from Geneva, the home of the International Metalworkers' Federation, which represents 3 million auto workers worldwide.

General Secretary Herman Rebhan commented, "The European auto managements ignore the fact that the Japanese, Europe's great competitor, have had lead-free gasoline for years. All automobiles for export from Europe to the United States have to be fitted to take lead-free gas."

He urged the European industry to take a longer-term view.

"This policy of outright resistance or the plea that time is needed to bring the technical requirements up to date will backfire on the industry, as it did in the United States," he said.

"These scare tactics of price increases, export restrictions — and we are still waiting to be told that lead-free gas will mean loss of jobs—will only help destroy the industry's credibility.

"In the Federal Republic of Germany these laws are being put forward by a Government that is right of center and probusiness. For European auto companies to put forward these arguments about costs, technical difficulties, lost exports is simply to lose credibility," he maintained.

• In addition to Germany's declaration for lead-free fuel, the UK government plans to introduce lead-free gas by 1990. The concerns are different—acid rain and destruction of forests in Germany, the link between lead and brain damage in children in Britain.

The Austrian and Swiss Governments have declared their intentions of following the German lead. But there have been no indications of the way in which the French and Italian Governments will move. As leading members of the European Economic Community their decisions will be crucial, for the belief is that no member state can go it alone — unless it can identify a specific health hazard.

The IMF's Rebhan is unequivocal. "The damage to children's brains, the withering of our great European forests, the increase in acid rain, all these stem in part from the use of lead in petrol.

"There is very great public concern about these issues. European auto companies are putting their greed for immediate profits above the long term interests of the industry," he declared.

As they say about the latest Broadway hit, "This one will run and run . . ."

West Germany's growth in autos seen continuing

A survey published by Shell on the eve of the Frankfurt Auto Show says that there will be 5 to 6 million more cars on West Germany's roads by the end of the century.

It believes the total will be between 28.5 and 29.9 million. And while the total population of the country will continue to decline (from 61.6 to 57.5 million), the car-driving population will rise sharply on account of the boom in the birth rate in the mid-'60s.

The oil company suggests the car ownership rate by the year 2000 will be between 499 and 520 per 1,000 population, the sort of levels reached in the U.S. in 1977.

world news briefs

Ford Motor contract for UK

Ford Motor Co. in the U.S. has awarded a $415,000 R&D contract to Lucas Chloride Vehicle Systems (LCEVS) in the UK. The contract, to develop a lead-acid vehicle battery system, is part of the U.S. Department of Energy's electric and hybrid vehicle program. LCEVS is a sub-contractor to Ford.

BMW hits 4 million

BMW Chief Executive Eberhard von Kuenheim predicts that his company's car output this year will top 400,000 for the first time. He cites strong demand for the 3-series, and believes the new four-door will stimulate sales still further.

Ford invests in Berlin

Ford of Germany is to invest $32 million in its West Berlin plastics plant. It takes total Ford investments in the city to $98 million.

BMW's bike arrives

BMW's new K100 motorcycle —its first truly new product in 60 years—has made its debut. It will build 22,000 (at its West Berlin factory) next year.

New Renault power

Cleon, Renault's highly automated engine plant near Rouen, is producing a new engine: 1.7 liters, four-cylinders, 254 pounds and 82 HP. They will go initially into top versions of the R-11.

And now, the new Moskvich

Russia is modernizing its automobile offerings. In addition to the long-awaited new Lada, the go-ahead has been given for a replacement for the medieval Moskvich, currently built at the Leninky Komsomol plant in Moscow. The car is due in 1986.

Parts deal off

Guest Keen and Nettlefolds (GKN) has withdrawn its $100-million bid for control of Associated Engineering (AE). This follows moves by Britain's Monopolies Commission.

Rolls-Royces under the hammer

"The finest single collection of Rolls-Royce motor cars ever auctioned" will come under Christie's hammer in London Oct. 22. The seven cars, which belonged to Stanley Sears, will be on display at the Earl's Court Motorfair (Oct. 20-30).

Nissan increases its stake

Nissan has increased its capital in Spain's Motor Iberica. It now holds 65.5 percent, worth approximately $65 million. The investment will be used to increase production of Nissan Patrol and the Vanette, to be introduced next year.

Half-million Metros

Austin Rover built its 500,000th Metro Sept. 15, three years after the model went into production at Longbridge, England.

Black ink at Talbot

Peugeot's Talbot subsidiary in the UK made a small profit in the first half of this year—its first in 10 years. The former Chrysler operation, now much slimmed down, made $2.25 million in the first half, compared with a loss of $60 million one year earlier.

Opel adopts ABS

Opel Senators and Monzas are to be offered with ABS anti-lock braking from December. The system will be extended to other models in the range.

Smaller Aston Martin

The restructured Aston Martin company is talking of a smaller, cheaper car in the Porsche category. It talks of investment of $7.5 million, which would suggest buying in engines — Jaguar's imminent new six?

MAN sees red

West German heavy vehicle maker MAN is forecasting pretax losses of around $110 million this year. It calls it "one of the most difficult years ever."

VW does Tunis deal

Volkswagen is to assemble Golfs, Jettas and small commercial vehicles in Tunisia from 1985. Volume will reach 5,000 a year by 1987.

What next?

From January, Nissan is to market as an accessory a windshield wiper which automatically springs into action when it detects rain. The device continuously varies the wiper speed in accordance with intensity and frequency of falling raindrops.

Renault in red until '85

President Bernard Hanon has said Renault will remain in the red until 1985. It lost around $160 million last year.

South African sales fall

First-half sales figures in South Africa show 155,098 new cars compared with 175,310 for the same period one year earlier.

Ladas to get five speeds

A five-speed option is to be offered on Lada sedan and Niva 4x4 models. They are being supplied by French component maker Soma.

Computer job for Edwardes

Sir Michael Edwardes, former BL chief executive, is to become chairman of ICL, Britain's leading computer company.

Diesel for little Peugeot

Peugeot's hot - selling 205 model has a diesel engine option. It follows announcement that the Ford Fiesta and Fiat Uno—cars in the same category —will also have diesels.

Anti-lock breakthrough

Lucas Girling's SCS anti-lock braking system — unveiled at Frankfurt—is being billed as a cost-effective breakthrough for small and medium front-drive cars.

French sales static

French new-car sales in the first half amounted to 1.06 million, a 0.3 percent increase on the same period last year. Domestics went down once more, and imports increased by almost 11 percent. Foreign cars now account for 31.6 percent (334,900) of the market — an unprecedented level.

New Jaguar motor near

Jaguar Cars will unveil its new six-cylinder engine in a few weeks. Known as AJ6, it will have (initially) a capacity of 3.6 liters, features four valves per cylinder and have an output of 225 HP. It will be seen in the cabriolet versions of the XJ-S and, from next year, in the all-new XJ-40 sedan.

REGISTRATIONS OVERSEAS

UNITED KINGDOM
Cars

	8 mos., 1983	8 mos., 1982
Alfa Romeo	6,101	6,042
BL	246,042	204,873
BMW	19,263	17,854
Daihatsu	3,687	3,445
Fiat Auto	38,339	37,702
Ford	407,602	337,659
FSO	3,139	2,231
General Motors	194,806	130,578
Honda	12,956	11,364
Hyundai	2,650	1,870
Lada	14,048	12,262
Lotus	288	290
Mazda	13,355	10,224
Mercedes-Benz	10,030	9,059
Mitsubishi	6,625	6,463
Nissan	69,252	67,860
Panther	65	22
Peugeot SA	81,302	74,438
Citroen	18,859	18,227
Peugeot/Talbot	62,443	56,211
Reliant	66	87
Renault	46,255	50,634
Rolls-Royce	491	627
Saab	7,008	6,959
Skoda	8,054	6,194
Subaru	2,235	1,802
Suzuki	2,342	1,930
Toyota	23,118	19,328
VAG	74,535	66,325
Volvo	45,113	37,348
Zastava	3,010	1,807
Others	3,800	2,688
Total	1,345,577	1,129,967

SWEDEN
Cars

	8 mos., 1983	8 mos., 1982
Alfa Romeo	506	350
BL	16	16
BMW	2,553	2,368
Daihatsu	646	850
Fiat Auto	3,210	2,717
Ford	13,293	14,396
General Motors	13,057	13,688
Honda	1,937	2,718
Lada	1,306	1,949
Mazda	7,516	6,210
Mercedes-Benz	2,827	3,843
Mitsubishi	1,004	900
Nissan	3,562	3,555
Peugeot SA	3,931	3,615
Porsche	141	119
Renault	1,472	1,570
Saab	17,627	18,529
Skoda	243	301
Subaru	378	200
Toyota	5,170	5,132
VAG	13,829	16,769
Volvo	35,807	34,140
Others	8	18
Total	130,039	133,953

WEST GERMANY
Cars

	6 mos., 1983	6 mos., 1982
Alfa Romeo	6,837	6,270
Bertone	555	212
BL	2,673	2,263
BMW	90,518	73,383
Daihatsu	3,354	3,205
Fiat Auto	56,832	55,519
Ford	172,154	136,368
General Motors	276,319	235,910
Honda	18,226	16,934
Isuzu	354	.....
Lada	4,592	3,559
Mazda	31,284	21,422
Mercedes-Benz	132,427	125,608
Mitsubishi	21,580	18,464
Nissan	24,571	22,073
Nuovo Innocenti	.....	335
Peugeot SA	52,933	54,480
Citroen	24,502	23,857
Peugeot	14,624	13,614
Talbot	13,807	17,009

Continued on Page 61, Col. 3

His hands are full—of awards

Broadway AMC/Jeep/Renault, Littleton, Colo., has been named the top Jeep dealership in the U. S. out of approximately 1,700 Jeep outlets nationwide, AMC announced. Joseph Cappy, left, AMC vice president of marketing, presented the award to dealership owner Gerald Morris at the company's 1984 New-Car Show in Reno. Morris was also given the No. 1 Dealer in the Western Region award and the Top 20 Sales Leader trophy.

factories list auction dates

American Motors

Oct. 11—Aptco Auto Auction, Taylor, Mich.

Oct. 12—Kansas City Auto Auction, 1100 Elmwood Ave., Kansas City, Mo.; Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

Oct. 13—Evansville Auto Auction, Evansville, Ind.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

Oct. 18—D-A Auto Auction, New Stanton, Pa.

Oct. 19—Southern Auto Auction, Warehouse Point, Conn.; Central States Auto Auction, Mason City, Ia., and Columbus Fair Auto Auction, Obetz, O.

Oct. 20 — Minneapolis Northstar Auto Auction, Shakopee, Minn.

Oct. 21—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Oct. 25—Aptco Auto Auction, Taylor, Mich.

Oct. 26—Kansas City Auto Auction, 1100 Elmwood Ave., Kansas City, Mo.; Columbus Fair Auto Auction, Obetz, O.; Metro Milwaukee Auto Auction, Caledonia, Wis., and Central States Auto Auction, Mason City, Ia.

Oct. 27—Evansville Auto Auction, Evansville, Ind.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

Chrysler Corp.

Oct. 11 Aptco Auto Auction, Taylor, Mich.

Oct. 12—Minneapolis Northstar Auto Auction, Shakopee, Minn.

Ford Motor Co.

Oct. 12—Clanton's Auto Auction, Darlington, S. C.

Oct. 25—Dallas Auto Auction, Grand Prairie, Tex.

Oct. 26—Golden Gate Auto Auction, Fremont, Calif.

General Motors

Oct. 10—Arena Auto Auction, Chicago, Ill.

Oct. 11—Dallas Auto Auction, Dallas, Tex.

Oct. 12—Atlanta Auto Auction, Red Oak, Ga.

Oct. 13—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Oct. 18—Southern Auto Auction, E. Windsor, Conn., and Ohio Auto Auction, Columbus, O.

Oct. 19 — Minneapolis Northstar Auto Auction, Shakopee, Minn., and Brasher's Southern California Auto Auction, Fontana, Calif.

Oct. 20—Nashville Auto Auction, Nashville, Tenn.

Oct. 26—Metro Auto Auction of Kansas City, Kansas City, Mo., and Clanton's Auto Auction, Darlington, S. C.

Oct. 27 — Indianapolis Auto Auction, Indianapolis, Ind., and Butler Auto Auction, Gibsonia, Pa.

Used Car Sales

Auction Averages

October to date	$4,864
Month ago	$5,111
Year ago	$4,481

Model breakdown

Auction Averages

	OCTOBER TO DATE	SEPTEMBER	AUGUST
1983	$ 9,838	$ 9,960	$10,166
1982	7,248	7,529	7,702
1981	5,925	6,179	6,158
1980	4,854	5,193	5,129
1979	4,315	4,613	4,577
1978	3,132	3,405	3,579
1977	2,530	2,523	2,781
1976	1,922	1,811	1,925
Overall Average	$ 4,864	$ 5,190	$ 5,159

REGISTRATIONS OVERSEAS

Continued from Page 42

Porsche	7,001	5,960
Renault	50,331	52,480
Saab	2,094	1,528
Skoda	906	743
Subaru	2,998	1,945
Suzuki	7,017	5,624
Tovota	27,829	21,280
VAG	404,818	376,779
Audi	102,375	71,943
Volkswagen	302,443	304,836
Volvo	8,684	6,505
Others	821	836
Total	1,408,100	1,249,685

HOLLAND
Cars

	6 mos., 1983	6 mos., 1982
Alfa Romeo	2,355	2,414
AMC	17	23
BL	5,051	4,040
BMW	10,172	8,964
Chrysler	34	34
Daihatsu	2,751	993
Fiat Auto	18,467	13,940
Ford	32,153	26,344
FSO	53	48
General Motors	47,536	41,851
Honda	6,972	9,810
Hyundai	2,240	1,152
Lada	5,660	5,070
Mazda	11,748	8,878
Mercedes-Benz	5,545	4,833
Mitsubishi	9,299	8,526
Nissan	14,560	10,122
Peugeot SA	32,145	32,501
Citroen	14,840	14,330
Peugeot/Talbot	17,305	18,171
Porsche	142	121
Renault	17,818	20,189
Saab	2,451	2,076
Seat	296	.....
Skoda	1,773	648
Subaru	2,317	577
Suzuki	6,543	3,740
Toyota	13,226	10,636
VAG	23,449	22,914
Volvo	14,636	9,500
Zastava	1,040	562
Total	230,483	250,540

AUSTRIA
Cars

	6 mos., 1983	6 mos., 1982
Alfa Romeo	1,521	1,510
BL	266	386
BMW	5,101	4,329
Daihatsu	542	177
Fiat Auto	7,798	7,052
Ford	11,392	9,004
General Motors	19,275	16,755
Honda	2,376	1,401
Lada	923	1,118
Mazda	14,697	10,218
Mercedes-Benz	4,335	2,581
Mitsubishi	2,398	2,066
Nissan	9,034	5,880
Peugeot SA	8,640	8,613
Citroen	3,671	3,629
Peugeot/Talbot	4,969	4,984
Porsche	301	232
Renault	6,325	6,701
Saab	284	295
Seat	18	.....
Skoda	537	144
Subaru	1,996	1,509
Suzuki	539	426
Toyota	6,290	3,683
VAG	27,992	23,447
Volvo	2,151	1,681
Others	16	73
Total	134,747	109,281

SWITZERLAND
Cars

	6 mos., 1983	6 mos., 1982
Alfa Romeo	4,301	4,800
AMC	169	181
Bertone	115	53
BL	1,430	1,455
BMW	6,504	7,860
Daihatsu	653	595
Ferrari	122	125
Fiat Auto	13,340	14,980
Ford	15,882	13,801
General Motors	20,969	23,005
Honda	3,868	5,202
Isuzu	321	.....
Lada	208	494
Mazda	8,025	8,438
Mercedes-Benz	3,223	3,611
Mitsubishi	5,336	4,133
Nissan	9,433	8,345
Peugeot SA	14,612	14,685
Citroen	6,237	6,392
Peugeot	6,381	5,611
Talbot	1,994	2,682
Pininfarina	138	52
Porsche	875	960
Renault	8,667	12,289
Saab	747	756
Skoda	159	124
Subaru	4,007	4,146
Suzuki	2,149	2,663
Toyota	11,333	10,657
VAG	23,186	22,093
Volvo	3,827	3,332
Others	141	125
Total	163,800	169,003

DENMARK
Cars

	6 mos., 1983	6 mos., 1982
Alfa Romeo	158	94
AMC	1	12
BL	55	311
BMW	1,261	1,088
Dacia	131	.....
Daihatsu	1,603	575
Fiat Auto	2,902	2,506
Ford	9,439	8,064
FSO	315	187
General Motors	8,863	7,422
Honda	728	389
Lada	2,943	2,915
Mazda	6,451	4,971
Mercedes-Benz	416	532
Mitsubishi	619	593
Nissan	4,400	1,755
Peugeot SA	4,584	3,568
Citroen	2,456	1,659
Peugeot	443	206
Talbot	1,685	1,703
Renault	332	397
Saab	1,242	1,100
Skoda	4,150	4,308
Subaru	164	133
Toyota	6,085	3,041
Trabant	82	1
VAG	3,076	3,035
Volvo	2,364	1,920

PRODUCTION OVEREAS

JAPAN
Cars

	6 mos., 1983	6 mos., 1982
Daihatsu	96,012	67,503
Fuji	112,789	100,219
Honda	421,464	441,455
Isuzu	56,521	60,329
Mitsubishi	259,856	304,818
Nissan	921,456	897,268
Suzuki	58,001	39,656
Toyo Kogyo	447,266	427,719
Toyota	1,193,288	1,146,117
Total	3,566,662	3,485,284

Trucks, buses

Daihatsu	172,628	165,958
Fuji	153,469	151,127
Hino	25,629	32,966
Honda	92,577	72,917
Isuzu	124,566	144,037
Mitsubishi	232,169	193,620
Nissan	328,941	315,444
Nissan Diesel	16,969	18,904
Suzuki	254,059	250,007
Toyo Kogyo	148,429	141,466
Toyota	462,452	471,462
Others	358	414
Total	2,012,246	1,958,322
Total vehicles	5,578,908	5,443,606

FRANCE
Cars

	6 mos., 1983	6 mos., 1982
Peugeot SA	730,936	689,363
Citroen	311,043	274,888
Peugeot	312,022	291,683
Talbot	107,871	122,792
Renault	884,233	728,896
Total	1,615,169	1,418,259

Trucks, buses

CBM	39	60
Peugeot SA	74,046	74,532
Citroen	17,250	15,657
Peugeot	45,300	51,391
Talbot	11,226	7,484
Renault	128,222	123,943
Sovam	35	48
Unic	3,731	3,305
Total	206,073	201,888
Total vehicles	1,821,242	1,620,147

UNITED KINGDOM
Cars

	5 mos., 1983	5 mos., 1982
BL	190,891	195,068
Austin Rover	172,837	179,466
Jaguar	12,207	9,804
Range Rover	5,847	5,798
Carbodies	963	598
DeLorean	.....	1,287
Ford	138,108	140,691
Lotus	226	242
Reliant	39	39
Rolls-Royce	713	1,165
Talbot	55,664	20,026
TVR	99	50
Vauxhall	58,478	44,405
Others	290	247
Total	445,471	403,818

Trucks, buses

Bedford	21,082	22,521
BL	38,327	37,079
Austin Rover	12,446	7,946
Freight Rover	7,952	5,866
Land Rover	12,823	17,129
Leyland Veh.	5,106	6,138
ERF	669	862
Foden	281	279
Ford	46,387	48,068
Hestair Dennis	309	361
Karrier	2,068	3,044
Metro Cammell Weymann	164	134
Reliant	27	.....
Seddon Atkinson	520	757
Others	338	236
Total	110,172	113,341
Total vehicles	555,643	517,159

SPAIN
Cars

	5 mos., 1983	5 mos., 1982
Citroen	54,869	40,446
Fasa-Renault	133,496	126,671
Ford	101,122	98,589
General Motors	88,199	.....
Seat	94,534	104,674
Talbot	25,124	25,433
Total	497,344	395,813

Trucks, buses

CAF	.....	146
Citroen	11,191	17,603
Enasa	6,185	5,215
Fasa-Renault	14,581	13,864
Ford	2,758	3,350
Hispavinsa	1,345	1,372
Land Rover	9,213	5,801
Mercedes-Benz	3,974	6,076
Motor Iberica	8,525	7,912
Seat	10,427	1,043
Talbot	203	.....
Total	68,402	62,386
Total vehicles	565,746	458,199

Wartburg	601	96
Total	62,801	49,413

JAPAN
Cars

	6 mos., 1983	6 mos., 1982
Daihatsu	53,804	38,449
Fuji	34,942	36,412
Honda	111,860	115,921
Isuzu	30,383	29,278
Mitsubishi	87,462	124,589
Nissan	400,317	402,038
Suzuki	44,075	31,651
Toyo Kogyo	125,520	121,237
Toyota	580,968	578,879
Imports (all)	16,835	17,231
Total	1,486,166	1,495,685

FRANCE
Cars

	5 mos., 1983	5 mos., 1982
Alfa Romeo	12,300	11,963
BL	13,463	11,975
BMW	14,402	14,082
Ferrari	72	54
Fiat Auto	38,673	40,362
Ford	64,619	51,460
FSO	911	619
General Motors	34,805	20,035
Honda	3,415	3,480
Lada	10,367	9,042
Mazda	6,061	6,235
Mercedes-Benz	6,793	7,446
Mitsubishi	1,592	1,552
Nissan	7,227	6,646
Peugeot SA	287,049	285,208
Citroen	117,558	118,573
Peugeot	123,715	110,995
Talbot	45,776	55,640
Porsche	759	655
Renault	337,486	304,136
Rolls-Royce	6	4
Saab	312	54
Skoda	2,282	1,573
Toyota	6,025	4,123
VAG	52,654	53,598
Volvo	5,879	4,702
Zastava	868	329
Total	875,586	872,733

September rise is 7th in row

Model-year sales climb 16.8 pct.

Continued from Page 2

was up 14.84 percent, to 1,481,382 from 1,289,983. Chrysler Corp. sales of 819,209 units were up 24.36 percent from 658,720. American Motors climbed 84.30 percent, to 183,005 from 99,300. Volkswagen was off 22.58 percent, to 83,150 from 107,396.

Shares of the domestic market were readjusted over the past model year, with Chrysler and AMC showing improvements and Honda becoming a factor for the first time. Chrysler was up to 12.65 percent from 11.88 percent in the '82 model year. AMC grew to 2.83 percent from 1.79 percent. Ford dropped to 22.88 percent from 23.27 percent. GM slipped below the 60-percent mark, to 59.86 percent from 61.12 percent. VW skidded to 1.28 percent from 1.94 percent, and Honda picked up 0.50 percent its first model year on the domestic chart.

• The September domestic sales gain included plusses for all the auto makers except VW. Ford Motor Co. showed the greatest improvement, with a gain of 21.13 percent. Ford sales climbed to 133,442 from 110,166 a year earlier. Chrysler was up 15.97 percent in its 13th consecutive month of improved sales, moving up 64,061 from 55,237. GM was up 4.18 percent to 314,315 from 301,692.

American Motors reported sales of 14,105 AMC and Renault domestic products, up 14.28 percent from 12,343 the preceding year. VW was down 18.83 percent, to 7,317 from 9,014, and Honda reported a September total of 5,067.

In September, GM earned 58.39 percent of the domestic market, down from 61.76 percent a year earlier. Ford claimed 24.79 percent, up from 22.55 percent. Chrysler moved up to 11.90 percent from 11.31 percent. AMC held 2.62 percent compared with 2.53 percent the preceding year; VW dropped to 1.36 percent from 1.85 percent, and Honda had 0.94 percent.

In the ninth month, six U. S. makes suffered sales losses: Plymouth was down 7.41 percent; Imperial was down 77.54 percent; Buick was down 8.52 percent; Chevrolet was down 2.87 percent; AMC was down 63.19 percent, and VW was down 18.83 percent.

On the other hand, Chrysler was up 32.88 percent, Dodge was up 25.12 percent, Ford was up 16.88 percent, Mercury was up 34.17 percent and Lincoln was up 18.31 percent. Cadillac stayed ahead by 2.38 percent, Oldsmobile climbed 19.20 percent, Pontiac was up 22.06 percent and Renault was up 67.16 percent.

The September market-class breakdown featured U. S. intermediates beating out the imports for the largest share of the market. Intermediates claimed 29.52 percent; imports had 23.59 percent; compacts had 16.37 percent; subcompacts had 12.34 percent; standards had 12.10 percent, and luxury models had 6.08 percent.

Small inventories was a reason offered by some of the major importers for their September-to-September declines.

Top-seller Toyota plunged 34.03 percent, bringing its year-to-date total closer to its 1982 level. Second-place Nissan captured the high spot through sales of 39,951 in September compared with 24,882 for Toyota. Nissan sales so far this calendar year are 411,202 compared with 407,511 for Toyota. A year ago Nissan had 355,351 and Toyota claimed 400,775.

Honda was down 6.38 percent in September, though if its U. S.-built products were included, it would have been up 11.03 percent. Mazda and Subaru stayed close to their year-ago sales.

Jaguar extended its winning streak to 34 months and reported record sales of 1,276 luxury passenger cars in September compared with 797 a year ago. Mercedes was up 1.23 percent; Peugeot was up 11.53 percent; Volkswagen was down 22.97 percent; Audi was off 26.89 percent; Porsche was up 63.14 percent; Saab was up 12.74 percent, and Volvo was up 46.54 percent.

Import sales for the first nine months of this year were up 7.17 percent, to 1,803,613 from 1,682,929.

Domestic sales in the final September period were up 8.96 percent, to 241,198 from 221,369 last year.

GM was up 7.92 percent and earned 60.05 percent of the market. Ford was up 13.25 percent and had 24.32 percent of the market. Chrysler was up 2.65 percent with 11.31 percent of the market. AMC was up 51.57 percent and had 2.20 percent of the market. VW dropped 28.49 percent and had 1.57 percent of the market, and Honda held 0.55 percent of the market.

Year-to-date sales were up 16.86 percent, to 4,981,085 from 4,262,595.

Ford claims '83 lead for both cars, trucks

DETROIT.—Ford claimed its Escort and F-Series pickup were the best-selling car and truck in America in the 1983 model year. Ford said sales totaled 323,900 Escorts and 412,911 F-Series pickups.

Ford said Bronco led the large-utility segment (40,719) and Econoline topped all industry vans (153,477). Ford claimed leadership in cars and trucks in 1982, the only other year when there was a double championship.

U. S. CAR SALES BY MARKETING UNITS

	September, 1983	September, 1982	9 Months, 1983	9 Months, 1982
Chevrolet	102,683	105,712	997,994	951,663
Ford	87,020	74,450	764,706	693,502
Oldsmobile	78,938	66,225	740,037	584,379
Buick	64,006	69,967	619,811	532,387
Toyota	24,882	37,718	407,511	400,775
Pontiac	46,339	37,959	391,083	360,993
Nissan	39,951	41,090	411,202	355,351
Honda	32,314	29,105	297,920	279,511
Mercury	35,254	26,276	300,830	298,608
Dodge	28,640	25,621	277,790	232,380
Plymouth	21,637	25,981	240,380	232,089
Cadillac	22,349	21,829	214,667	173,844
VW of America	16,492	20,274	170,589	168,355
Chrysler/Imperial	22,054	16,711	194,827	129,208
Mazda	14,585	14,232	133,110	121,968
Subaru	13,344	13,393	120,867	111,459
AMC-Renault	16,915	15,032	169,479	101,489
Lincoln	11,168	9,940	76,689	64,431
Volvo	5,935	4,050	69,721	59,972
Mercedes-Benz	5,342	5,277	53,471	47,579
BMW	5,408	4,606	43,141	38,032
Saab	1,531	1,358	19,751	13,692
Isuzu	2,053	1,599	15,758	10,774
Fiat	.....	750	5,002	13,327
Peugeot	1,238	1,110	11,103	10,850
Jaguar	1,276	797	11,242	6,880
Mitsubishi	2,894	.....	23,199	.....
DeLorean	.....	271	355	2,465
Alfa Romeo	222	218	2,466	1,561
TOTAL	704,470	671,051	6,784,698	5,945,524

IMPORTED CAR SALES

	Sept., 1983	Sept., 1982	9 Mos., 1983	9 Mos., 1982
Alfa Romeo	222	218	2,466	1,561
Audi	3,241	4,433	34,620	34,651
BMW	5,408	4,606	43,141	38,032
Conquest/Challenger	831	1,262	12,277	11,645
Plymouth Colt	3,234	5,290	25,535	31,176
Dodge Colt	3,411	4,880	28,943	32,144
DeLorean	.....	271	355†	2,465
Fiat	.....	649	4,489	12,566
Honda	27,247	29,105	265,522	279,511
Isuzu	2,053	1,599	15,758	10,774
Jaguar	1,276	797	11,242	6,880
Lancia	.....	101	513	781
Mazda	14,585	14,232	133,110	121,968
Mitsubishi	2,894	.....	23,199	.....
Mercedes-Benz	5,342	5,277	53,471	47,579
Nissan	39,951	41,090	411,202	355,351
Peugeot	1,238	1,110	11,103	10,850
Porsche	1,279	784	18,518	9,739
Renault	2,810	2,680	26,413	28,996
Saab	1,531	1,358	19,751	13,692
Conquest/Sapporo	723	1,644	9,990	10,040
Subaru	13,344	13,393	120,867	111,459
Toyota	24,882	37,718	407,511	400,775
Vista	71	.....	72	.....
Volkswagen	4,655	6,043	55,824	59,342
Volvo	5,935	4,050	69,721	59,972
TOTAL	166,163	182,599	1,803,613	1,682,929

† Estimate

Where Auto Market was in September

	Total Sales	Pct. of Total
SUBCOMPACT	86,900	12.34
COMPACT	115,344	16.37
INTERMEDIATE	207,955	29.52
STANDARD	85,287	12.10
LUXURY	42,812	6.08
IMPORT	166,163	23.59
TOTAL	704,470	100.00

DOMESTIC CAR SALES

	Sept. 21-30, 1983	Same Period, 1982	Sept., 1983	Sept., 1982	YTD, 1983	YTD, 1982
Renault Alliance	.....	.....	7,778	6,837	101,351	6,837
Renault Encore	.....	.....	3,651	.....	3,651	.....
RENAULT	.....	.....	11,429	.....	105,002	.....
Spirit	.....	.....	132	839	4,105	13,800
Concord	.....	.....	139	2,086	11,127	25,420
Eagle	.....	.....	2,405	2,581	22,831	26,436
AMC	.....	.....	2,676	5,506	38,063	65,656
AMERICAN MOTORS*	5,305	3,500	14,105	12,343	143,065	72,493
Horizon	1,903	1,623	4,358	3,315	39,852	35,898
Turismo/TC-3	1,311	1,620	2,812	3,316	27,418	30,043
Reliant	3,790	5,694	9,999	11,466	123,499	108,504
Gran Fury	111	362	466	950	14,040	16,428
Total Plymouth	7,115	9,299	17,635	19,047	204,809	190,873
LeBaron	.....	.....	.....	.....	.....	912
LeBaron K	2,580	4,128	5,964	8,363	61,020	68,117
Laser	507	.....	863	.....	925	.....
Cordoba	149	790	389	1,792	9,848	42,107
New Yorker 5th Ave.	1,662	2,915	4,372	6,418	61,018	46,043
E-Class	1,601	.....	3,556	.....	27,488	.....
New Yorker E	3,187	.....	6,879	.....	33,375	.....
Total Chrysler	9,686	7,831	22,023	16,573	193,674	127,179
Total Imperial	9	66	31	138	1,153	2,029
Omni	1,899	1,394	3,953	2,782	35,789	29,948
Charger/024	1,968	1,647	4,036	3,458	34,925	30,962
Daytona	454	.....	750	.....	802	.....
Aries	3,140	3,969	8,663	7,893	91,998	80,424
Dodge 400	714	1,301	1,730	2,800	23,941	20,940
Diplomat	256	692	739	1,730	20,708	20,503
Mirada	141	375	312	816	3,961	5,814
Dodge 600	1,997	.....	4,189	.....	24,418	.....
Total Dodge	10,469	9,378	24,372	19,479	236,542	188,591
C-P Division	16,810	17,196	39,689	35,758	399,636	320,081
CHRYSLER CORP.	27,279	26,574	64,061	55,237	636,178	508,672
EXP	370	1,228	1,041	2,942	17,598	30,148
Escort	10,251	12,223	21,036	27,959	247,715	261,482
Tempo	7,712	.....	19,668	.....	70,986	.....
Mustang	2,891	4,884	7,183	10,365	85,931	89,337
Fairmont	1,398	6,818	1,761	10,469	37,521	98,908
Granada	.....	2,801	.....	6,024	3,751	83,100
Thunderbird	5,405	2,114	13,734	5,752	92,429	35,838
LTD '83	6,846	111	14,354	192	116,189	192
Crown Victoria	3,754	5,418	8,243	10,747	92,586	94,497
Ford Division	38,627	35,597	87,020	74,450	764,706	693,502
LN7	41	315	145	860	4,151	10,326
Lynx	2,588	2,799	5,367	7,375	62,011	78,008
Topaz	2,090	.....	5,641	.....	21,745	.....
Zephyr	.....	2,117	.....	4,116	11,583	32,320
Cougar	.....	1,279	.....	2,703	906	36,517
XR-7	3,650	716	10,563	2,390	61,037	13,296
Capri	708	1,103	1,695	2,640	16,839	22,619
Marquis '83	2,543	.....	5,041	.....	47,043	.....
Grand Marquis	3,181	3,275	6,802	6,192	75,515	55,522
Total Mercury	14,801	11,604	35,254	26,276	300,830	248,608
Continental	258	1,134	659	2,344	10,322	16,728
Lincoln	4,432	2,218	9,005	4,590	44,878	28,080
Mark VI	539	1,241	1,504	2,506	21,489	19,623
Total Lincoln	5,229	4,593	11,168	9,440	76,689	64,431
L-M Division	20,030	16,197	46,422	35,716	377,519	313,039
FORD MOTOR CO.	58,657	51,794	133,442	110,166	1,142,225	1,006,541
Skyhawk	2,050	2,365	4,136	6,764	55,956	32,952
Skylark	2,492	5,320	5,061	12,001	76,538	110,941
Century FD	5,659	4,080	13,430	10,987	103,018	68,087
Regal Sedan	2,773	3,521	6,112	6,497	57,516	58,855
Regal Coupe	5,100	7,593	13,741	14,503	120,427	108,241
LeSabre	5,020	5,236	10,635	9,803	112,010	80,187
Electra	3,274	3,065	6,413	5,942	58,206	42,114
Riviera	2,149	2,032	4,478	3,470	36,140	31,010
Buick Division	28,517	33,212	64,006	69,967	619,811	532,387
Cimarron	453	395	1,164	1,022	14,269	9,085
Seville	1,055	1,031	2,902	2,616	22,604	16,299
Cadillac	4,671	7,489	11,935	13,606	127,334	108,477
Eldorado	2,239	2,590	6,348	4,585	50,480	39,983
Cadillac Division	8,418	11,505	22,349	21,829	214,687	173,844
Chevette	4,830	7,429	13,313	23,441	134,180	182,137
Cavalier	9,329	4,425	19,518	13,437	184,390	89,485
Citation	2,512	4,709	5,677	12,826	73,800	144,122
Camaro	6,053	4,688	13,210	12,055	132,247	140,091
Celebrity	7,411	4,343	16,776	11,063	120,759	66,117
Malibu	1,999	3,654	4,886	6,823	81,247	84,222
Monte Carlo	4,684	4,003	9,668	7,086	74,413	74,502
Chevrolet	8,924	10,051	17,429	17,450	176,043	153,486
Corvette	877	650	2,206	1,531	20,915	17,501
Chevrolet Division	46,619	43,952	102,683	105,712	997,994	951,663
Firenza	1,464	1,214	2,997	3,860	34,322	19,562
Omega	1,179	2,155	2,448	5,892	40,012	56,194
Cutlass Ciera	8,030	4,407	17,331	11,651	132,398	76,380
Cutlass Supreme	12,375	9,835	26,091	19,637	243,348	209,441
Olds 88	7,657	6,739	15,710	14,234	173,630	135,866
Olds 98	5,044	3,798	10,586	8,414	86,797	62,225
Toronado	1,940	1,347	3,775	2,537	29,130	24,711
Oldsmobile Division	37,689	29,492	78,938	66,225	740,037	584,379
Fiero	1,925	.....	2,015	.....	2,015	.....
1000	1,135	1,634	2,975	4,901	26,817	39,788
2000	2,662	2,411	5,303	7,098	65,290	42,829
Phoenix	664	1,222	1,555	3,202	19,883	37,668
Firebird	3,059	2,332	6,712	5,881	66,435	78,743
6000	4,168	2,525	8,317	6,261	64,494	35,466
Bonneville	4,400	3,258	8,325	5,690	63,321	57,382
Grand Prix	3,972	2,673	7,977	4,926	68,369	64,941
Pontiac	1,613	.....	3,160	.....	14,459	4,176
Pontiac Division	23,598	16,055	46,339	37,959	391,083	360,993
GENERAL MOTORS	144,841	134,216	314,315	301,692	2,963,612	2,603,266
VOLKSWAGEN	3,784	5,285	7,317	9,014	63,607	71,623
HONDA	1,332	.....	5,067	.....	32,398	.....
DOMESTIC TOTAL	241,198	221,369	538,307	488,452	4,981,058	4,262,595
IMPORT TOTAL	.....	.....	166,163	182,599	1,803,613	1,682,929
INDUSTRY TOTAL	.....	.....	704,470	671,051	6,784,698	5,945,524

*—AMC does not issue a breakdown for ten-day periods.

It's more than full-year total for 1982

5-millionth car of 1983 assembled

By Mary Beth Mayer
Staff Writer

Last Wednesday (Oct. 5), the domestic auto makers assembled the year's 5-millionth car — a production point that was never reached in 1982. Last year's 12-month total was 4,973,870.

So far this year, there have been 5,081,757 cars completed, a 27.08 percent gain from 3,999,024 units finished in the comparable 1982 period.

The manufacturers wrapped up September production with 629,056 units, up a substantial 48.00 percent over 425,047 finished during September last year. It was the highest total for the month since 741,768 cars were built in 1978.

During the third quarter, the makers built 1,574,183 cars, up 29.53 percent from last year's 1,215,347. It was the highest output for the third quarter since 1,651,965 units in 1979.

Last week, the manufacturers slated production of 166,142 cars, 2.23 percent ahead of the previous week's 162,520 and 102.13 percent more than 82,197 built in the year-ago week.

Last week's estimated total is the most for any week since 172,443 cars were completed the week ending May 16, 1981.

Breakdown for last week by company was: General Motors, 58.96 percent; Ford Motor Co., 21.93 percent; Chrysler Corp., 14.20 percent; American Motors, 2.71 percent; Volkswagen of America, 1.42 percent, and Honda, 0.78 percent.

Sixteen auto production facilities put in overtime last week.

GM had six plants operating two shifts on Saturday (Oct. 8). They were: Detroit, Doraville (Ga.), Fairfax (Kans.), Flint (G, B and D lines), Lansing and Linden (N. J.). Working one shift that day was GM's Bowling Green (Ky.) Corvette plant.

Six Ford facilities worked overtime last week. Edison (N. J.), Kansas City and St. Louis worked daily and Saturday overtime, while Chicago, Lorain (O.) and Wayne (Mich.) put in extra daily hours.

This week, seven Ford facilities will be working extra hours. Scheduled to operate Saturday (Oct. 15) are the Edison and St. Louis points. Working daily overtime this week are the Atlanta, Chicago, Dearborn, Lorain and Wayne plants.

Daily overtime was logged at three Chrysler points — Belvidere (Ill.), Jefferson (Detroit) and Newark (N. J.). Those three Chrysler plants are scheduled to work both daily and Saturday overtime this week.

Canadian truck output sets record for third quarter

Third-quarter truck production in Canada was an alltime high for that period.

During the year's third three months, 116,640 trucks were completed, up 18.93 percent from 98,076 built in the year-ago period. The next best third quarter ever was in 1977 when 113,729 units were assembled.

Year-to-date, truck production stands at 404,401, 4.34 percent better than 387,591 finished at this time last year.

In September, the manufacturers built 52,021 trucks, 49.39 percent more than 34,823 in the year-ago month and the highest September sum since 1977 when 55,750 units were completed.

Last week's truck output was targeted at 11,862, a 6.52 percent decline from the 12,689 units finished the previous week but 192.97 percent better than the year-ago total of 4,049.

Third-quarter auto production totaled 177,222 units, down 3.81 percent from the 184,233 cars completed in the comparable 1982 quarter.

So far this year, 734,054 cars have been assembled, up 9.58 percent from 669,932 finished in the year-ago period.

At 72,925, September car production was the best since 74,445 units were built in that month in 1980 and was 2.63 percent over the 71,062 in the year-ago month.

Last week's estimated car output was 19,021, up slightly from 18,893 units the week before, but nearly four times the year-ago week's total of 5,128.

Ford Motor Co.'s St. Thomas (Ont.) facility is scheduled to reopen today (Oct. 10) after several weeks of retooling to add production of full-size Crown Victoria and Grand Marquis cars to the Escort/Lynx subcompacts already built there.

Chrysler Corp.'s Windsor (Ont.) facility began production of the Dodge Caravan, Mini Ram Van and Plymouth Voyager Friday, Oct. 7. Official drive-off ceremonies will be held Nov. 2, a spokesman said.

NADA to feature 2nd exhibit hall at Dallas convention

WASHINGTON. — For the first time in its 67-year history, the NADA Convention and Exposition, to be held Feb. 4-7 in Dallas, will include a second exhibition hall devoted entirely to one product.

While NADA's convention in Las Vegas last year set a record level for exhibit floor space, the 1984 total of 137,000 exceeds that by 23,000 square feet.

The unprecedented demand for additional space has resulted in an exhibit hall featuring only van conversions. Over 200 automotive and automotive-related services and manufacturers have reserved space in the Dallas Convention Center.

Truck production in month, quarter highest since '78

Domestic truck production totals for September and the third quarter of 1983 were the best in five years.

Last month, production reached 230,349 units, a 55.28 percent gain from 148,349 built in the same month last year. It was the highest sum for that month since 1978, when 300,115 trucks were produced.

Output for the third quarter was 585,383, up 29.31 percent from 452,727 in the comparable 1982 period. The quarter topped all third quarters since that of 1978 when 856,513 trucks were finished.

Year-to-date, the truck makers have produced 1,764,845 units, a 16.01 percent gain from 1,521,365 assembled in the year-ago period.

Last week's output was targeted at 57,076, up 5.94 percent from 53,878 completed in the previous week and 131.84 percent more than the 24,619 units assembled in the year-ago period.

Last week's total is the most for any week since 58,483 trucks were built in the week ending July 14, 1979.

Saturday (Oct. 8) overtime was scheduled at General Motors' Lordstown, Pontiac and St. Louis truck points.

Ford Motor Co. had six facilities on daily and Saturday overtime last week. Working extra hours were: Kansas City, Lorain, Louisville, Norfolk, Michigan and Twin Cities.

Chrysler Corp.'s Warren, (Mich.) plant began working a second shift last week, calling back 1,300 people.

This week, Ford plans extra daily hours at its Louisville and Michigan points and Saturday (Oct. 15) overtime at its plants in Kansas City, Lorain, Norfolk and Twin Cities.

TRUCK PRODUCTION IN U. S.†

	Week Ended Oct. 8, 1983	Week Ended Oct. 9, 1982	Week Ended Oct. 1, 1983	Sept. Total	Jan. 1 to Oct. 9, 1982	Jan. 1 to Oct. 8, 1983
CHEVROLET	18,852	9,437	17,953	80,221	527,637	610,851
DODGE	2,000	265	2,498	11,812	100,194	104,500
FORD	24,420	8,452	21,564	91,549	549,396	695,127
GMC	6,117	2,630	6,114	24,075	185,763	197,674
INTERNATIONAL	1,187	1,035	1,177	4,332	37,803	38,672
VOLKSWAGEN	.....	.....	.....	.....	8,103	2,079
JEEP	2,750	1,750*	2,807	11,539	66,589*	70,351
NISSAN	700	.....	715	2,511	.....	5,271
AM GENERAL	50*	50*	50*	210*	1,880*	1,920*
MISCELLANEOUS	1,000*	1,000*	1,000*	4,200*	44,000*	38,400*
Total Trucks, U. S.	57,076	24,619	53,878	230,349	1,521,365	1,764,845

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 8, 1983	Week Ended Oct.9, 1982	Week Ended Oct. 1, 1983	Sept. Total	Jan. 1 to Oct. 9, 1982	Jan. 1 to Oct. 8, 1983
CHRYSLER CORP	2,652	1,331	2,735	11,154	81,512	97,303
FORD MOTOR	3,400	231	3,428	14,321	106,886	105,762
GENERAL MOTORS	5,680	1,925	6,397	26,140	190,767	197,069
INTERNATIONAL	130	562	129	406	8,426	4,267
Total Trucks, Canada	11,862	4,049	12,689	52,021	387,591	404,401
N. American Trucks	68,938	281,668	66,567	282,370	1,908,956	2,169,246

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Oct. 8, 1983	Week Ended Oct.9, 1982	Week Ended Oct. 1, 1983	Sept. Total	Jan. 1 to Oct. 9, 1982	Jan. 1 to Oct. 8, 1983
AMERICAN MOTORS	4,500	3,760*	4,447	20,322	66,709*	147,549
AMC Total	.....	760*	.....	.....	43,009*	4,071
Concord	.....	.....	.....	.....	.....	3
Eagle	.....	.....	.....	.....	.....	4,068
Renault Total	4,500	3,000*	4,447	20,322	23,700*	143,478
Alliance	2,900	3,000*	2,978	13,386	23,700*	121,457
Encore	1,600	.....	1,469	6,936	.....	17,521
CHRYSLER CORP.	23,600	15,221	23,361	84,868	462,040	666,418
Plymouth Total	7,700	6,470	7,004	28,587	185,997	236,354
Horizon	3,200	2,297	3,097	12,768	60,941	89,063
Reliant	4,300	4,116	3,732	15,243	124,223	143,314
Caravelle	100	57	124	490	833	3,791
Gran Fury	100	.....	51	86	.....	186
Chrysler Total	6,200	2,427	6,735	22,250	91,193	161,834
LeBaron	2,100	1,396	2,201	7,252	82,245	66,995
Laser	900	.....	922	3,469	.....	7,310
Chrysler	2,400	1,031	2,882	10,208	8,948	85,408
Fifth Avenue	800	.....	730	1,321	.....	2,121
Dodge Total	9,700	6,324	9,622	34,031	184,850	268,230
Omni	3,700	2,218	3,496	12,821	57,000	98,362
Aries	3,500	3,153	3,604	12,469	96,130	107,964
Daytona	800	.....	833	2,992	.....	5,550
Dodge 400	.....	447	.....	.....	25,658	18,478
Dodge 600	1,600	506	1,557	5,527	6,062	37,554
Diplomat	100	.....	132	222	.....	322
FORD MOTOR	36,437	13,047	37,201	144,358	838,756	1,149,362
Ford Division	26,621	7,014	26,901	98,758	527,438	740,538
Escort	7,699	1,051	8,368	28,981	210,389	206,032
Fairmont	.....	.....	.....	.....	94,744	23,728
Mustang	3,360	1,758	2,890	8,131	101,414	86,659
LTD/Granada	4,015	4,044	3,930	16,392	86,103	131,549
Thunderbird	4,637	.....	4,571	16,769	29,326	147,440
Crown Victoria/Ford	2,358	.....	2,056	9,160	.....	72,417
EXP	.....	161	.....	.....	5,462	1,184
Tempo	4,552	.....	5,086	19,325	.....	71,529
L-M Division	9,816	6,033	10,300	45,600	311,318	408,824
Mercury Total	9,720	3,957	10,300	39,480	237,257	327,121
Lynx	1,801	380	2,003	7,109	65,742	57,933
Capri	659	488	999	2,759	28,157	18,655
Zephyr	.....	.....	.....	.....	30,433	8,601
Marquis/Cougar	1,493	1,570	1,866	6,382	40,458	56,103
Cougar/XR7	2,585	.....	2,863	11,982	10,580	94,156
Gr. Marquis/Marquis	1,844	1,481	1,614	7,338	60,462	72,127
LN7	.....	38	.....	.....	1,425	290
Topaz	1,338	.....	955	3,910	.....	19,256
Lincoln Total	96	2,076	.....	6,120	74,061	81,703
Continental	19	415	.....	.....	15,339	8,812
Lincoln	24	1,209	.....	6,120	34,391	52,647
Mark VI	53	452	.....	.....	24,331	20,244
GENERAL MOTORS	97,955	48,687	94,081	365,358	2,566,804	3,011,022
Buick Division	22,028	12,401	19,912	81,824	596,481	681,862
Skylark	3,720	475	3,780	15,648	113,501	84,565
Skyhawk J	1,255	1,532	1,282	5,262	53,634	54,732
Century	4,249	687	5,222	18,100	93,126	127,222
Regal	4,860	3,984	4,116	18,930	163,703	188,433
Buick	6,461	4,230	4,274	18,794	140,978	188,132
Riviera	1,483	1,493	1,238	5,090	31,539	38,778
Cadillac Division	7,786	6,016	7,200	27,486	182,097	234,404
Cimarron	420	523	579	1,877	5,648	15,587
Seville	905	605	749	3,127	17,017	26,819
Eldorado	1,735	1,357	1,435	5,895	43,921	57,628
Cadillac	4,726	3,531	4,437	16,587	115,511	134,370
Chevrolet Division	31,648	13,946	30,631	114,762	827,534	980,953
Chevette	4,060	.....	4,706	18,860	170,544	147,318
Cavalier	7,636	3,567	7,876	13,212	70,450	231,077
Celebrity	4,885	1,425	3,781	25,700	55,624	105,755
Camaro	4,865	205	4,201	14,509	179,030	147,640
Citation	1,945	2,537	1,945	7,696	137,658	77,014
Malibu/El Camino	598	2,880	711	2,830	96,939	102,193
Monte Carlo	3,822	2,237	3,110	13,047	59,479	82,747
Chevrolet	2,967	489	3,611	16,176	35,302	67,026
Corvette	870	606	690	2,732	22,508	20,183
Oldsmobile Division	24,501	12,580	24,732	97,035	600,595	792,913
Omega	1,340	.....	1,350	5,844	64,047	45,481
Firenza	915	602	897	3,902	36,342	36,179
Cutlass	7,440	4,792	7,749	29,221	160,724	234,244
Cutlass/Ciera	5,400	.....	5,730	23,028	96,068	164,178
Oldsmobile	8,304	6,115	8,103	31,289	217,800	280,655
Toronado	1,102	1,071	903	3,751	25,614	32,176
Pontiac Division	11,992	3,744	11,606	44,251	360,097	320,890
Acadian†	.....	.....	221	573	9,123	16,022
2000	3,362	947	3,134	13,413	32,919	82,806
1000	1,000	.....	980	3,857	29,791	34,996
Firebird	2,835	144	2,796	8,070	107,209	73,813
Phoenix	500	566	505	1,991	39,301	20,589
G. Prix/Bonneville	1,947	1,926	1,833	7,829	111,551	77,156
Parisienne	848	.....	618	3,317	.....	6,446
Fiero	1,500	.....	1,519	5,201	.....	9,062
6000	.....	139	.....	.....	30,203	.....
HONDA	1,300	.....	1,085	4,636	.....	36,003
VOLKSWAGEN	2,350	1,482	2,345	9,514	62,552	71,403
CHECKER	.....	.....	.....	.....	2,163*	.....
Total Cars, U. S.	166,142	82,197	162,520	629,056	3,999,024	5,081,757

CANADIAN CAR PRODUCTION

	Week Ended Oct. 8, 1983	Week Ended Oct.9, 1982	Week Ended Oct. 1, 1983	Sept. Total	Jan. 1 to Oct. 9, 1982	Jan. 1 to Oct. 8, 1983
AMERICAN MOTORS	480	844	574	2,400	24,954	21,720
CHRYSLER CORP.	.....	.....	.....	.....	126,350	103,857
FORD MOTOR	5,700	568	5,890	29,655	230,986	199,877
GENERAL MOTORS	12,616	3,536	12,204	39,925	279,670	400,915
VOLVO	225	180	225	945	7,972	7,685
Total Cars, Canada	19,021	5,128	18,893	72,925	669,932	734,054
N. American Cars	185,163	87,325	181,413	701,981	4,668,956	5,815,811
N. American Trucks	68,938	28,668	66,567	282,370	1,908,956	2,169,246
North American Cars and Trucks	254,101	115,993	247,980	984,351	6,577,912	7,985,057

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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Don't raise ceiling on car imports, Chrysler warns

GM plans complicate U.S.-Japan trade talks

By Geoff Sundstrom
Washington Reporter

WASHINGTON. — U. S. efforts to negotiate with Japan on how many cars will be allowed into the United States under a fourth year of export restraints are being complicated by General Motors' so-called "Japanese strategy."

Last week Chrysler Corp. put heavy pressure on the U. S. Government to stop GM's import plans and hold the line on Japanese imports. Chrysler threatened to import its own small Japanese cars to replace its American-built cars, costing more than 20,000 jobs, if the import restraints are raised or eliminated.

The Reagan Administration is already said to be concerned over a standstill in U. S.-Japanese agricultural trade talks. If these concerns are linked to the Voluntary Restraint Agreement negotiations, resolution of the auto restraint question may be delayed until after President Reagan's Japan visit next month, trade sources say.

GM's plan to import up to 200,000 Isuzu and Suzuki small cars hinges on whether the Administration settles for an increase in the present ceiling of 1.68 million Japanese cars per year.

The Japanese are said to want a 2.2 million ceiling that would allow them to hold 22 percent of the American market. That number would easily accommodate GM's imports.

GM needs the Japanese cars to improve its sales in the small-car field. Chevette has been around since the 1976 model year, and GM's own replacement for it is years away.

The Japanese cars won't help GM's overall CAFE rating, however, since captive imports aren't counted in the fleet average. (GM owns 34 percent of Isuzu and 5 percent of Suzuki.)

The status of the proposed GM-Toyota small car has not been decided as far as CAFE ratings are concerned. GM and Toyota want to build 200,000 cars a year in a GM plant in California.

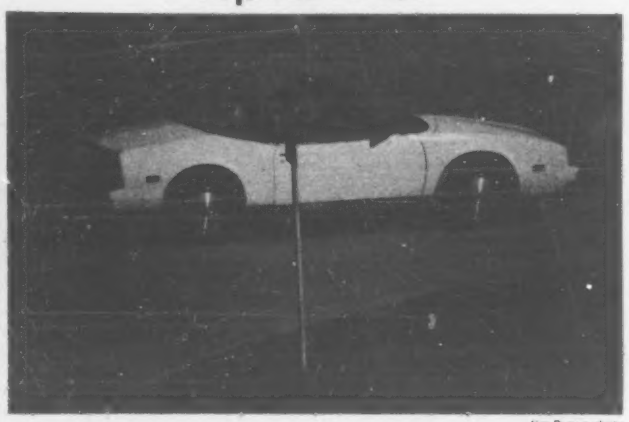
GM hopes the Toyota models will qualify. GM is running out of CAFE credits from prior years; it fell short of the standard for the '83 model year and probably will continue to do so.

Should the government not reconsider its fuel-economy standards, GM would be forced to alter its product mix or pay hundreds of millions of dollars in fines. Unless, of course, it can get a lot more small cars into its fleet.

The GM-Toyota venture ap-

Continued on Page 97, Col. 1

Topless N-car



Jim Dunne photo

Don't wait for this one

Classy convertible is this General Motors prototype N-car, caught unofficially as it is put through its paces by test driver. As of now, GM has no plans to produce this version of the N-car.

'Cheap' gas, engine woes cripple diesel car sales

By Jim Piegue
Staff Writer

The diesel-car market continued its disappearing act during the 1983 model year.

Domestic and import makers sold 195,041 diesel-powered cars during the period, a staggering 44.92-percent plunge from the 354,128 sold during the '82 model year and a far cry from 1981's peak sales of 536,440 cars.

The diesel cars accounted for a paltry 2.21-percent of total 1983-model sales, less than half the 4.59-percent penetration of 1982 and well below the 5.98-percent share that diesel cars held during the 1981 model year.

The fading popularity of the diesel engine can be blamed on stabilized or lower gasoline prices, the renewed consumer interest in performance cars and problems — be they real or perceived -- with some diesel engines, particularly those sold by General Motors dealers.

There were plenty of losers, only a few winners.

Winner: Mercedes-Benz, which supplanted Oldsmobile to become the number one individual retailer of diesel cars in the U. S. and the maker holding the biggest chunk of the market.

The German maker sold 55,903 diesel cars during the 1983 season, up 10.73 percent from the 50,484 sold in '82. Mercedes doubled its market share — from 14.26 percent last year to 28.66 percent in 1983.

Loser Number One: General Motors. Its 1983-model diesel sales of 74,846 units represented a 60.28-percent drop from the 188,444 sold during 1982.

GM market penetration hit the skids, too. The company's 38.38-percent share of the diesel market was down 14.83 percentage points from the 53.21-percent share of the '82 model year. In 1981, GM's diesel market share topped 63 percent.

All GM divisions reported major drops, both in volume and in market penetration. Oldsmobile, GM's diesel volume leader, sold 44,136 diesel cars during 1983, down 49.27 percent from 87,015 during 1982. Oldsmobile market penetration slipped nearly two percentage points — from 24.57 percent to 22.63 percent in 1983.

Loser Number Two: Volkswagen-Audi. Despite a 17.28-percent increase in diesel sales by Audi, the VW-Audi aggregate dropped 51.61 percent because of poor diesel sales by Volkswagen.

VW-Audi sold 35,756 diesel

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breaking news

Still no manual gearbox for Corvette

DETROIT.—High-tech problems continue to plague the high-tech manual transmission for the '84 Chevrolet Corvette. It was expected in showrooms in June. Dealers now tell customers they don't know when it's coming. Of three salespeople in Chevy points here, two said they didn't know when manuals would be shipped and one said it would be available in November. In the meantime, 'Vette buyers wanting the 4-plus-3 no-extra-cost manual with computer-activated overdrive in the top three forward gears will have to wait. Dealers said some customers are willing to do just that—and for an unpredicted time.

Honda names Kume to presidency

TOKYO. — Tadashi Kume, 51, formerly senior managing and representative director, has been named president of Honda Motor Co. He succeeds Kiyoshi Kawashima, 55, who becomes the firm's third supreme advisor and continues as a director. Founder Soichiro Honda, 77, retired as a director but remains a supreme advisor. Kume is only the third president in Honda's history.

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Tight supply of cars puts a cap on sales

Import inventory hits 30 days

By Richard A. Wright
Assistant Managing Editor

The inventory of new imported cars dipped so low that it retarded sales during September. The industry opened October with a 30-day supply of cars, from a bare-bones 26-day stock a month earlier.

The inventory was still very short — in fact, it was not much bigger than a month earlier, as there were 199,339 new imported cars in stock Oct. 1, compared with 195,418 a month earlier.

Most of the gain in days supply resulted from the lower sales rate in September — in turn caused by the short inventory — rather than from any significant change in the number of cars in stock.

A year ago, there were 354,500 new imported cars in inventory, a much healthier 48½-day supply. An inventory of about 60 days (which includes cars landed in port, but not yet delivered to dealers) is generally considered ideal. Very few nameplates are anywhere near 60 days.

The supply of new imported pickup trucks in inventory also rose during September, from 30 days to 32 days on Oct. 1, but the number of trucks in stock was down to 51,375 from 61,068.

The combined imported car and truck inventory Oct. 1 totaled 250,714 units, a 30½-day supply, compared with 256,486 units Sept. 1, a 26-day stockpile.

• As was the case a month earlier, the great majority of import lines was in very short supply. Stocks of Japanese nameplates totaled 149,259 cars, a 28-day supply, compared with 139,629 a month earlier, a 22-day supply.

Japanese makes and their Oct. 1 days-supply figures were: Nissan, 17; Mazda, 24; Toyota, 27; Honda, 27; Isuzu, 31; Subaru, 34, and Mitsubishi, 52. In addition, Chrysler Corp. had a 77-day supply of Mitsubishi-built cars, including Plymouth Colt, 68; Dodge Colt, 65; Sapporo/Plymouth Conquest, 77, and Challenger/Dodge Conquest, 79.

West German cars in stock Oct. 1 totaled 29,340, a 37-day supply, compared with 33,896 a month earlier, a 36-day stock.

German nameplates and their Oct. 1 days-supply figures were: Porsche, 16; Audi, 21; Mercedes-Benz, 28; BMW, 43, and Volkswagen, 56. In addition, VWoA had an 82-day stock of U. S.-built Rabbits.

Days-supply of other European lines Oct. 1 were: Jaguar, 15; Volvo, 21; Saab, 23½; Peugeot, 56; Alfa Romeo, 94, and Renault, 104. In addition, there was a 71-day supply of Renault Alliance and a 71-day supply of Renault Encore models built in the U. S., Oct. 1.

Days-supply figures for imported pickup trucks Oct. 1 were: Toyota, 19; Nissan, 23; Mazda, 33; Isuzu, 65; Chrysler/Mitsubishi, 74, and Mitsubishi,

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